



April 2021 - Webinar



Sunset Ridge Development Partners – Joint Venture



- Headquartered in SLC, Woodbury Corp is a privately held company owned and operated by four generations of the Woodbury family.
- Offices located in UT and ID
 - ~150 commercial real estate professionals
 - ~750 hospitality employees
- Own and operate properties in 16 States
- Comprehensive in-house services:
 - Development & Acquisitions
 - Property Management
 - Hospitality
 - Leasing / Brokerage
 - Architecture
 - Legal
 - Accounting / Tax



- Hunt, based in El Paso, Texas, began over seventy (70) years ago and has grown into one of North America's most well respected full-service real estate companies with over \$26 billion in assets under management.
- Hunt has worked successfully in public private partnerships for decades deploying its development, construction, financing, and management resources on behalf of government agency partners.
- Hunt provides a multifaceted skill set spanning all aspects of infrastructure project development and management.



Military Installation Defense Authority (MIDA)

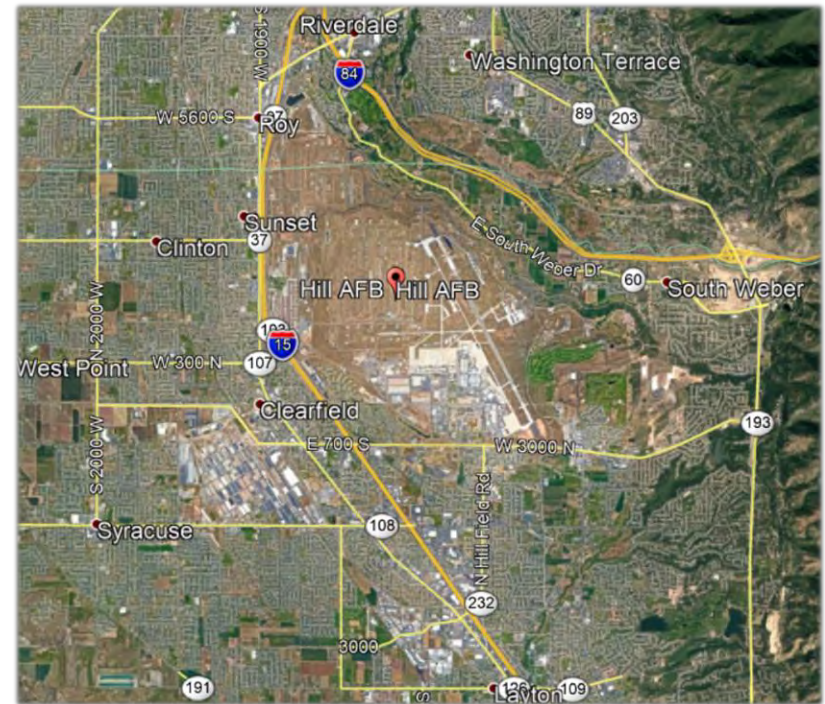
- MIDA is an “authority” created by the Utah Legislature in 2007 to facilitate the development of military land in Utah. It serves a dual role of helping strengthen the military presence in Utah while stimulating the state’s economy.
- MIDA was created to act as an independent, nonprofit, separate body corporate and politic, with perpetual succession and statewide jurisdiction, whose purpose is to:
 - Facilitate the development of military land in a project area
 - Exercise exclusive agency power within a project area including the collection of regulatory fees; receive tax increment and other taxes and fees
 - Issue bonds to finance the undertaking of any development objectives of the authority



Hill Air Force Base

HAFB

- Air Force's second largest base by population and geographical size
- Home to many operational and support missions. The host organization at Hill Air Force Base is the 75th Air Base Wing.
- The 75th ABW oversees 1,000,000 acres and more than 1,700 facilities valued at \$4 billion while providing installation support for the Ogden Air Logistics Complex, Air Force Life Cycle Management Center, Air Force Nuclear Weapons Center, Air Force active duty 388th and Reserve 419th Fighter Wings.
- Hill AFB represents over 50% of Utah's defense sector and contributes almost \$5 billion to State GDP annually and almost 30,000 jobs. It is the largest single-site employer in the state of Utah and the economic cornerstone of Davis and Weber Counties.



Falcon Hill Aerospace Research Park

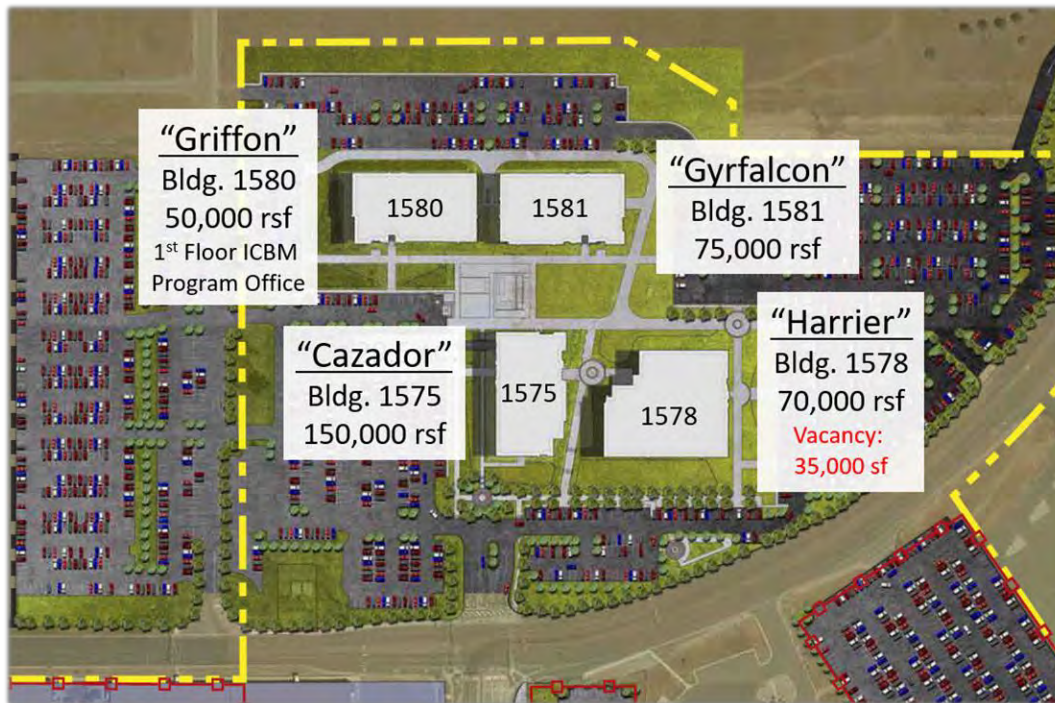


- Enhanced Use Lease (EUL) is a private public partnership between the Air force and SRDP.
- Right to develop 550 acres and build commercial buildings inside and outside of the fence.
- SRDP pays ground rent (PIK) to the Air Force through MIDA.
- PIK is then used for new AF buildings and infrastructure upgrades on HAFB.
- Falcon Hill Currently has 676,995 SF of development with another 650,000 SF currently under construction.
- The project includes office, retail, R&D space, and a hotel.
- Falcon Hill can develop additional projects for a variety of users.
- Major tenants include: Northrop Grumman, Boeing, BAE Systems, Lockheed Martin, Starbucks, Jimmy Johns.



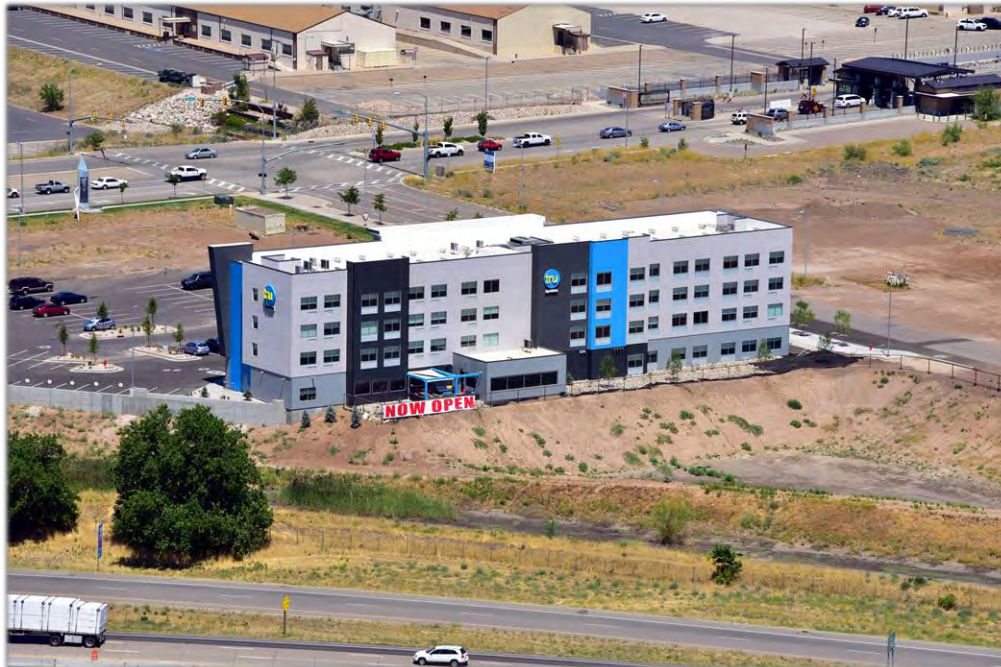
QUAD AREA – Office Buildings

- 4 Office buildings constructed between 2010 – 2020.
- Total of 375,000 SF.
- Over \$62M of private investment.
- 1 Vacancy of 35,000 SF on the first floor of Harrier.



WEST GATE AREA – Retail / Hotel / Office

- Includes a retail building and a hotel with the possibility of adding more pad buildings.
- Retail was constructed in 2015, office in 2017 and hotel was delivered in 2020.
- Total of 80,000 SF.
- Over \$22.5M of private investment.



ROY INNOVATION CAMPUS – Office and R&D

- New regional headquarters for Northrop Grumman to support the GBSD contract.
- 4 Buildings for a total of 870,000 SF.
- The first building was delivered in 2020 second and third will be delivered in 2021 and the fourth in 2022.



PIK Funded Projects



75th Security Forces Building
\$7.1M Cost (\$203/sf)
Estimated MILCON Savings: 40-45%



HAFB – WEST GATE
\$10.3 M Cost
Estimated MILCON Savings: 20-25%



Software Support Building
\$21.0 M Cost (\$288/sf)
Estimated MILCON Savings: 25-30%



1st Floor 1580, ICBM Program Office
\$3.7 M Cost (\$148/sf)



Upcoming Projects and Opportunities

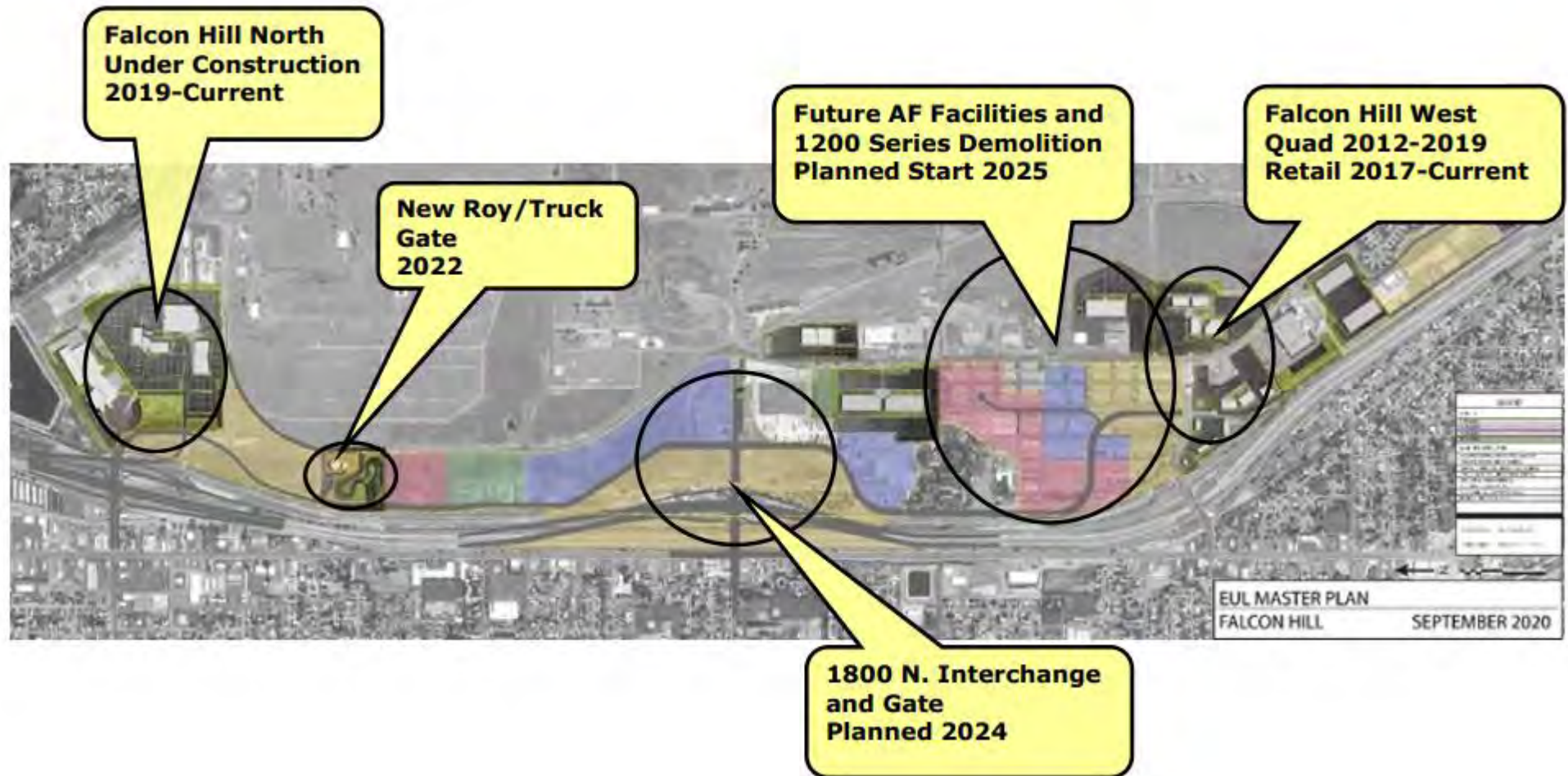


Intergovernmental Support Agreements (IGSA)

- MIDA is a key stakeholder in supporting Falcon Hill EUL development and provides these goods and services to support Hill AFB's mission
 - Works with SRDP on construction services for base requirements, leases out Office Space, provides prototype / lab development / software environments
- MIDA and the Air Force are currently negotiating a Blanket IGSA
- Once established this IGSA will give Hill AFB a fast and simple way to contract with MIDA to meet its mission needs
- MIDA expects to source additional support contractors as Hill AFB's mission continues to defines additional requirement

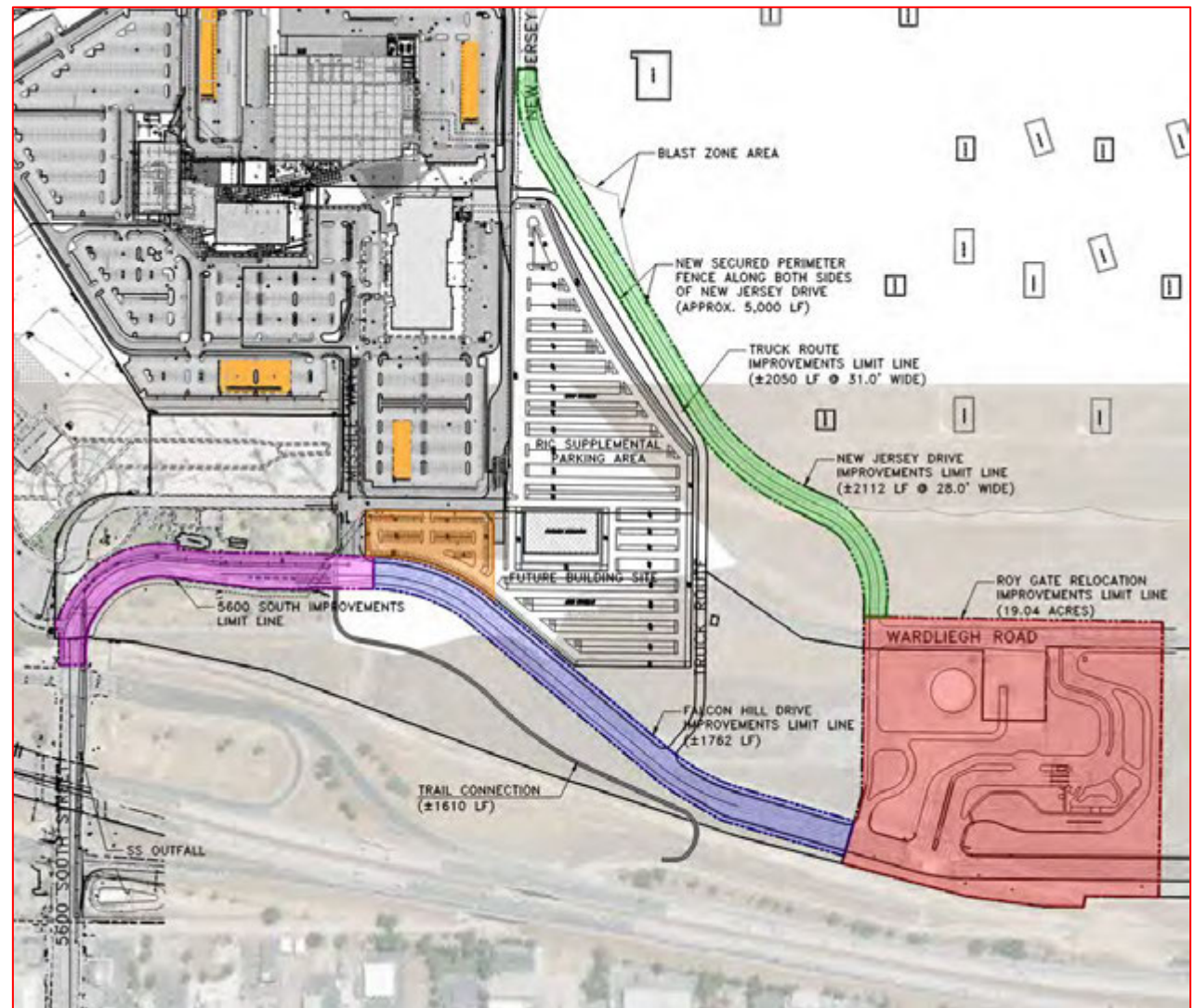


Upcoming Falcon Hill and State Projects



2021 State Appropriation – Infrastructure Upgrades

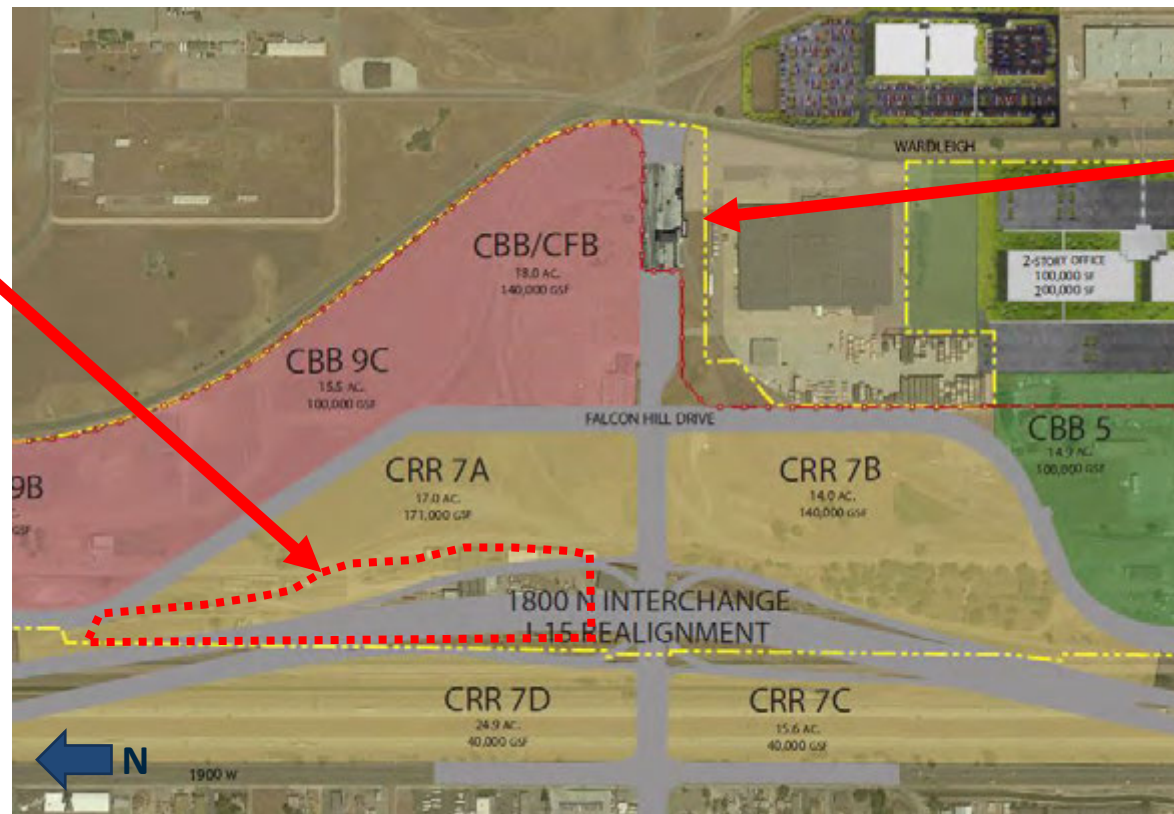
- The State appropriated \$41M for infrastructure upgrades at the north gate of HAFB.
- The project includes:
 - 5600 S widening
 - Falcon Hill Dr addition
 - New Jersey Dr relocation
 - Construction of the new Gate
- MIDA will administer the funds to SRDP who will competitively bid the projects.



1800 North Interchange & HAFB Gate

Army Rail Shop

Proposed New Gate



- 2020 NDAA paves the way for a new interchange/gate at Hill AFB.
- Base transfers land to the State, State (MIDA) handles environmental cleanup and gate construction.



Next AF PIK Building


New building
replaces 16
existing buildings

Land becomes
available for
development



Proposed
Location of PIK
Building

Falcon Hill EUL Buildings

- Projected construction start of 2024 on 300K+ SqFt office for Air Force occupancy, replaces 16 existing buildings
 - PIK resources provide “core and shell” funding.
 - Estimates:
 - \$35M PIK (shell and core)
 - \$65M to fit-out and finish
- 
- An aerial photograph of a large, undeveloped plot of land. A red-shaded area is visible in the center-left, indicating the project site. To the right of this area, there is a blue rectangular button with the word 'VIEW' in white capital letters. The surrounding landscape is mostly brown and green, with some distant buildings and infrastructure visible.



Additional Upcoming Projects

- West gate retail and office buildings
 - Currently have interest in 2 pad buildings (credit union and restaurant)
 - Two planned 75k – 90k SF office buildings outside the fence
- Ongoing tenant improvements
 - Constant releasing of leased area requires new buildouts for tenants moving in and out
 - 2 groups interested in 35k SF available in Harrier



Questions?



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Appendix



Key Terms

- **Enhanced-use Lease (“EUL”)**: Mechanism through which the federal government can lease under-utilized ground on federal installations to developers for private development.
- **Falcon Hill Aerospace Research Park (“Falcon Hill”)**: Full name of the EUL commercial park at Hill AFB.
- **Military Installation Development Authority (“MIDA”)**: Acts as the State municipality for Falcon Hill. Has concurrent jurisdiction with Hill AFB for all EUL ground. Manages all PIK and state grants for the project.
- **Payment in Kind (“PIK”)**: Consideration received by the Air Force in exchange for the development rights granted to SRDP at Falcon Hill.
- **Sunset Ridge Development Partners (“SRDP”)**: 50/50 Joint-Venture between the Hunt Companies and Woodbury Corporation.
 - The Hunt Companies oversee all construction management
 - Woodbury Corporation oversees all property management

